

# Owner of Hi-Tec Systems is Named SBA's 2005 NJ Minority Small Business Person of the Year

**F**lying solo has proved successful for Tribhuvan Singh. After logging 20 plus years with companies that specialized in federal aviation programs, Singh decided to venture out on his own by forming Hi-Tec Systems in 1995.

Today, Singh, the president and CEO of Hi-Tec Systems, is the U.S. Small Business Administration's (SBA) 2005 New Jersey Minority Small Business Person of the Year.

What started as a one-person consulting business has quickly evolved into a multi-faceted company with expertise in five major fields. The Egg Harbor Township-based company specializes in the modernization of air traffic management systems, airport/aircraft safety research, homeland security and defense, environmental engineering/OSHA compliance, and information technology.

The announcement was made at the FAA William J. Hughes Technical Center near Atlantic City, where Singh's company supports a variety of programs for both the Federal Aviation Administration (FAA) and Transportation Security Administration (TSA). During a ceremony commemorating the 23<sup>rd</sup> annual national observance of Minority Enterprise Development (MED) Week, SBA New Jersey District Director James A. Kocsi said that Singh was chosen for the award based on criteria that includes a company's **Overall Financial Strength; Growth in Sales and Profits; Growth in Number of Employees; and Participation in Community and Charitable Events.**

"I wanted to start a company with my values and my insights," said Singh. "I also wanted to stay in the field I know best – aviation."

In the early stages of the business, Singh was looking for ways to expand his customer base. He learned about the SBA's 8(a) Program, a program designed to help socially and economically disadvantaged entrepreneurs gain access to contract opportunities from the federal government.



**Up, Up, and Away**---Flying solo has proved successful for Tribhuvan Singh, (center) as he is presented with the U.S. Small Business Administration's (SBA) 2005 New Jersey Minority Small Business Person of the Year by SBA New Jersey District Director James A. Kocsi (right). Mr. Singh's wife Nandita (left) joins in at the celebration held at the FAA William J. Hughes Technical Center in Pomona.

Today, Hi-Tec Systems employs 90 people and has annual sales around \$20 million. In 1996, Hi-Tec Systems became an SBA-certified 8(a) company. Through the program, Hi-Tec Systems has received a total of \$3.5 million in 8(a) contracts from the federal government.

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Today, Hi-Tec Systems employs 90 people and has revenues of about \$20 million. "Our status as an 8(a) helped win three major FAA contracts in the last few years with ceilings totaling \$183 million," said Singh. "The SBA 8(a) Program opens doors to minority-owned Singh. "The SBA 8(a) Program opens doors to minority-owned firms. This program has allowed us to gain access to contracting opportunities through the federal government."

As one of the company's prime customers, the FAA has awarded Hi-Tec Systems an aviation safety research contract which includes development of a model for Systems Approach to Safety Oversight, and development of an intranet-based version of the Flight Standards Automation System/Technical Analysis Program.

The TSA is another large customer that makes Hi-Tec a major player in the field of aviation security. Hi-Tec supports several research projects at the Transportation Security Laboratory (TSL) at the Hughes Technical Center, including the testing, evaluation and certification of equipment for airport passenger and baggage screening.

"As we celebrate the many achievements of minority small business owners throughout the country, it is always great to see a New Jersey-based company like Hi-Tec Systems enjoying this level of success," said Kocsi. "Trib Singh is a prime example of how an idea can grow into a viable business. The fact that Mr. Singh provides for the livelihood of 90 people is an indication of his success. I am pleased that the SBA's 8(a) Program played a role in Hi-Tec Systems current success."

In 2003, U.S. Department of Transportation Secretary Norman Y. Mineta presented Singh with DOT's Disadvantaged Business Entrepreneur of the Year Award, for what the FAA called "invaluable" research assistance.

In addition to its corporate headquarters in Egg Harbor Township, Hi-Tec Systems has a branch near Washington, D.C., and a liaison office in India.

"We are certainly poised for additional growth," said Singh. "Money is not a motivating factor for me. Knowing that Hi-Tec Systems has a good name and reputation is what drives me."